App. F. IX-4

Previous References

193 .
(1932.)

File No. 267-32

Serial Nos. 1-8

Later References

Ir 264-33 (1-2)

PRESERVED

General and Revenue Secretariat.

Serial Nos. Eight

Part B for 1933

SUBJECT.

Annual Cash bonus to Merchants in Madras & Mysore dealing Soaps.

& 1690-1 dt 14.10.33

Sanctions the revised rates of bonuses to the dealers in soaps in Madras Presidency and in Mysore State and Coorg for 1932-33 and 1933-34.

Annual Cash Bonus to Merchants in Madras & Mysore dealing in Ms. Soaps

Serial No.

Letter No. Dr. 1448/29-30 dated 5th April 1933 from the Dir. of Ste. recommending in the circumstances explained, the payment of 2% cash bonus to the merchants dealing in Ms. Soaps in the Madras Presidency & in Mysore & Coorg for the year ending 30th April 1933.

Subd

1) The payment of Annual Cash bonus at the rate of 1½% to merchants who purchase not less than Rs 2000/- worth of Soaps in a year, 3/4% to the merchants who purchase not less than Rs 3000/- and upto Rs 5000/- worth of Soaps in a year and 1% to the merchants who purchase above Rs 5000/- worth of Soaps, was sanctioned for a period of two years from 1st April 1929, in Go. No. ~~D 5733-29-2 dt~~ 14034-5/ Ste 399-29-2 dt 24th June 1930. The sanction for the continuance of this system for a further period of two years, was accorded in Go. No. 5733 & Ste. 254-31-2 dt. 12th May 1932.

K.

D

2) Now the Dir recommends the payment of 2% Cash bonus to the Merchants for the year ending 31st April 1933. ~~In previous~~ Previously the payment of cash bonus was ~~made~~ fixed in proportion to the purchase of Soaps. But ~~the~~ now this has been ignored & the recommendation is to grant 2% Cash bonus to all the merchants, irrespective of purchases they make.

3) In Go. sanctioning the Continuance of the agency of Messrs Best & Co. (which is in issue stage) the grant Cash bonus has been raised from

NOTE—Contn. Sheet.

2% to 2½%. Messrs. M.A.T. Rather ya are given a commission of 12½%.

[illegible] given [illegible] to [illegible] [illegible]. The recommendation in Dir is for orders.

ICMR 25/4/33

4) Attention is respectfully invited to G.O. No 5733-4/Ind/X 254-31-2 Dated 12th May 1932 Sanctioning certain rates of bonus to wholesale purchasers of soaps. This order is to remain in force for two years with effect from 1.4.1932 so that the present rates of bonus will have to be continued till then. In the meanwhile the Dir recommends that the rates of bonus shd be enhanced even before the expiry of the term. Dirs is for orders

KB 25/4/33

5) What is the limit of bonus fixed in the case of the agency e.g. Asst Co.? Mem 26/4/33

Subd with reference to 3 and 5.

6) The limit of bonus fixed in the case of Messrs Best & Co is 2½%.

ICMR 26/4/33.

7) Please point out to the Director the limit of bonus fixed in the case of Messrs Best & Co. the limit of

Serial No.

4) Subd with a draft for approval

KnR 4/5/33

4/5/33

4 Letter No. D. 5739 Dt. 11-5-33 do. The Dir. Dte. Invite attention to Sl. 2 and requests the favor of the information required therein being furnished early.

Letter No. D2-1448/29-30 dated 8th June 33 from the Dir of Dte. Stating that the recommendation was for the grant of a bonus of extra 1% or ~~2%~~ 2% ~~for the~~ year ended on 31st Mar. 33 to the Merchants in Madras & Mysore & proposing the payment of a bonus of only 1/2% instead of 1% as originally proposed, for the year ending 31st March 1933 to the merchants ~~in Madras~~ and Sanction for the grant of bonus to dealers in Soaps during the years ending 31st March 1934 & 31st March 1935, on sliding scale, the maximum proposed being 2 1/2%.

Subd

D. 16) The existing rate of cash bonus as sanctioned in the Gov. No. 5733-4/Dte. 254-31-2 dt 12th May 1933 is as follows.

1/2% on Sales exceeding Rs 2000/- a year
3/4% on Sales exceeding Rs 3000/- a year
1% on Sales exceeding Rs 5000/- a year.

Gen A KnR 13/5/33

17 MAY DEVELOPMENT BRANCH

NOTE—Contn. Sheet.

WD 0246—GPB—15,000—22-8-32

17) The bonus at the above rate is said to have been paid for the year ending 31st March 1933.

18) The Dir now recommends that in addition to the bonus already paid an extra bonus of ½% may be allowed for the year ending 31st ~~Aug~~ March 33.

19) For the next two years from 1st April 1933 to 31st March 1934 and from 1st April 1934 to 31st March 1935 he recommends that both for the Madras & Mysore areas the following scale of bonus may be adopted.

1% for sales exceeding Rs 2000/-
1¼% for sales exceeding Rs 3000/-
1½% for sales exceeding Rs 5000/-
2% for sales exceeding Rs 10000/-
2½% for sales exceeding Rs 15000/-.

20) As regards bonus to Messrs Best & Co kind reference is respectfully invited to para portion marked (A) in the P.U.D.

Submitted for orders

20/6/33

21) As regards business done by Messrs Best & Co (Madras Agents) & Messrs M.A.T Acharya (Bangalore & Mysore Agents) during the past year ended 31st March 1933 an additional bonus of ½% may be allowed as recommended by the

Serial No.

Director in view of the satisfactory manner. As the Director says foreign firms trading in soaps in India are allowing bonus on a liberal scale and it is necessary to counter such competition.

22) As regards bonus to be paid hereafter the sliding scale recommended by the Director subject to a maximum of 2½% may be approved in the case of the Madras & Mysore agencies - vide ~~disagreement~~ para 5 of Director's letter dt 7/8th June 1933 under disposal.

For orders

Mdr
22.6.33

Dev Leg[d]

23) No case has been made out for paying a higher bonus than what has been sanctioned already. The proposal cannot be accepted.

Cash.
23.6.33

Second Member.

Mem
23/6/33

25) I S.d. like to discuss this matter further with the Dr & also to study the ~~que~~ if any my N. India trip with regd to sandy shrubs

26) I believe the Dr spoke

3/7

Office of the Second Member of Council,
23 NE 1933
No. 6664

NOTE—Contn. Sheet.

Grant of cash bonus to deacon in Soaps

1217

Re File No. 267 of 1932 — General and Revenue Secretariat

has gone into the question further during the No Indian trip. Condns in Northern India & elsewhere are very difficult owing to the keen competition there & every encouragement that can legitimately be shown sought have to be sanctd if we are to retain & expand our business.

1212
31/8

2) The Dy may be asked to state whether he has any ~~fresh~~ further remarks to offer in the light of his further examn of the position

Jpz
31/8

C.V.
31.8.33.

Mcy 1.9.33

Submitted with a draft for approval
K mk
4-9-33.

Jpz
Mcy
4.9.33

5. SEP. 1933
GENL. & REV. SECTT.

Letter No. D. 1185 Dy 6/9/33 to the Dir. Stn. 6

Requests to State if he has any further remarks to offer.

Letter No. D2 - 1648/29-30 Dy 15th Sep. 1933 from the Dir of Stn. Stating that the bonuses recommended for the three years 1933, 34 & 35 are necessary in order to secure enthusiastic Cooperation from Agents

Encl A
K mk
6.9.33

Annual cash bounty to dealers in soap.

General and Revenue Secretariat

1059
No. File No. 267 of 1932.

[App. F. III—2

Serial No.	
	for the sale of products manufactured by orders. Subs with reference to Member's minute in para 27 above.
	21.9.33
	OFFICE OF THE FIRST MEMBER OF COUNCIL 26 SEPT. 1933 No. 2609
	25.9.33 (Mem bounties may be announced well before hand) There is no proposal Enhancing the bounties for the year Ends 31-3-33- For the years 33-34, & 34-35, the revised terms proposed in this letter of 7-6-33 (para 5) may be approved & announced quickly
	3/10/33
	3.10.33
	TYPING SECTION 9. OCT. 1933 GENL. & REV. SECTT. Subs with a draft for approval
	7.10.33
	7.10.33.

NOTE—Cover Sheet.

GMD 70—GSSM—60-9-25-33-8-33.

Ind. File No.	267	of 1932.	General and Revenue Secretariat

D. 1690-91 Dy 14-10-33.

To- The Dir. Ind.

" Comptr.

Sanctions the revised terms of bonuses proposed by the Dir. to be paid to dealers in Soaps in the Madras Presidency & the Mysore State and Coorg for the years 1933-34 & 1934-35 and Govt are not in favor of allowing any increase of bonus for business done prior to March 1933 by Messrs. Best & Co.

8

B. Secy
27.10.33

DEVELOPMENT BRANCH.

Telegraphic Address.—"INDUSCOM."

3866

GOVERNMENT OF MYSORE.

DEPARTMENT OF INDUSTRIES AND COMMERCE.

In reply please refer to
No. D2-1448/29-30
Encl, one

OFFICE OF THE DIRECTOR,

Dated, Bangalore, 3rd April *1933*

FROM

N. RAMA RAO, Esq., B.A., B.L.,
Director of Industries and Commerce in Mysore,
Bangalore, (India.)

9 Fc. 267-32-1

To

S. Abdul Wajid, Esq., B.A.,
Secretary to the Government of Mysore,
Development Department, Bangalore.

6/4/33

SIR,

Annual cash bonus to merchants in Madras and Mysore dealing in Mysore soaps.

With reference to G. O. No. D. 5733-4/I & C 254-31-2 dated the 12th May 1932 sanctioning the payment of the above bonus for a further period of two years from 1st April 1932, I have the honor to submit for the information of Government a copy of letter No. 6124 dated the 20th March 1933 received from the Industrial Chemist, Government Soap Factory, recommending that the bonus payable to Messrs. Best & Co., for the year ending 30th April 1932 may be enhanced to 2 per cent for the reasons mentioned by him. Their business is rather dull at present owing to keen competition from Soap-makers both in India and from abroad who have been dumping their goods on the market and have been offering various inducements to dealers. Our position will become worse and we may not be able to maintain our business on the present level unless we offer some extra inducement to our dealers by way of enhancement of the bonus etc., to push on our goods. I therefore agree with the Industrial Chemist and recommend that the payment of 2 per cent Cash Bonus to the Merchants in the Madras Presidency for the year ending 30th April 1933.

The same concession may be extended also to the merchants in Mysore and Coorg dealing in our soaps as it would be invidious to ignore their case simultaneously with that of the Madras merchants.

I request the favour of early orders of Government in the matter.

I have the honor to be,
Sir,
Your most obedient servant,

N. Rama Rao
Director.

USC)3

GOVERNMENT SOAP FACTORY, BANGALORE

20th March 1933.

To

THE DIRECTOR OF INDUSTRIES & COMMERCE

in Mysore, BANGALORE.

Sir,

BONUS TO MADRAS & MYSORE MERCHANTS:

Government Order No: D.5732-4/I&C 254-31-2 dated 12th May 1932.

I have the honour to inform you that Bonus up to a maximum of one per cent on the annual turnover was paid to Madras and Mysore Merchants last year and the total came to Rs. 2,079/1/-. This year also as per the above G.O. Bonus will be distributed on the same scale.

In this connection I enclose herewith a letter in original from Messrs. Best & Co., suggesting an increase of another one per cent bonus. This matter was discussed with Messrs. Best & Co., during my last visit to Madras and they very strongly represented that due to an intense competition in the market the merchants should be offered some extra inducement to push on our soaps and pointed out the immediate

immediate necessity to enhance the bonus by another per cent. Our business is now bad and the merchants should be tempted by something extra as otherwise they will push on foreign soaps, which give them a higher scale of bonus. I recommend the distribution of bonus this year up to a limit of 2 per cent The amount will be debited to Trade Charges.

I request orders.

I have the honour to be,

Sir,

Your most obedient servant,

Industrial Chemist
and
Chemical Engineer.

kv:

Appendix F G—1]

SUBJECT .....

.....

.....

Section 9 to C

File No. 267-32

Serial No. 2

Diary No. of letter replied to .....

No. D 5763

To The Dir of Ind C

Sir,

General and Revenue Secretariat

( )

the *193* .

Adverting to your letter No. 82-1448 29-30 dated 5th April 1933, recommending the payment of two per cent cash bonus to Wholesale ~~merchants~~ dealers in Soaps in Mysore Madras Presidency, Mysore & Coorg, for the year ending 30th April 1933, I am directed to ~~point out~~ observe that in the case of Messrs Best & Co the limit of Cash bonus has already been raised to 2½% in Go. No. 5355-6/Ind C 247-32-2 dated 25th April 1933, ~~as proposed by you~~ and to enquire as to why, when that proposal was made, the question of ~~raising~~ limiting it to 2%

Date of issue 2/5/33

Signed by [illegible]

List of enclosures .....

Copied by [illegible]

Examined by .....

only as now proposed, was not thought of. As regards Messrs M.A.T. Acharya, I am to ask, whether it is proposed to give them bonus at the flat rate of 2% or ~~whether it is proposed to give~~ on the ~~the~~ a Sliding Scale ~~of remuneration~~ as fixed in the fn. No. 14034-57 Etc. 399-29-2 dated 24th June 1930.

I have etc

27/4/33

for Secy to Govt

Dev Dept.

GOVERNMENT OF HIS HIGHNESS THE MAHARAJA OF MYSORE

General and Revenue Secretariat

No. D 5483

Dated, Bangalore, ~~28th~~ April 1933.

From

The *Secretary to the Government of His Highness the Maharaja of Mysore, Development Department.*

To

The Director of Industries and Commerce
in Mysore, Bangalore.

Sir,

Adverting to your letter No.D_2-1448 of 29-30 dated 5th April 1933, recommending the payment of two per cent cash bonus to whole sale dealers in Soaps in Madras Presidency, Mysore and Coorg, for the year ending 30th April 1933, I am directed to observe that in the case of Messrs Best and Co. the limit of cash bonus has already been raised to 2½% in Government Order No. 5355-6/I&C 247-32-2 dated 25th April 1933 and to enquire as to why, when that proposal was made, the question of limiting it to 2% only as now proposed was not thought of.

As regards Messrs M.A.T.Acharya, I am to ask, whether it is proposed to give them bonus at the flat rate of 2% or on the sliding scale fixed in the Government Order No.14034-5/I&C 399-29-2 dated 24th June 1930.

I have the honor to be,

Sir,

Your most obedient servant,

For Secretary to Government
Development Department.

c.n.

4293
GE

Telegraphic Address.—"INDUSCOM."

GOVERNMENT OF MYSORE.

DEPARTMENT OF INDUSTRIES AND COMMERCE. DEVELOPMENT BRANCH

In reply please refer to
No. D2-1448/29-30
Encl, 4.

OFFICE OF THE DIRECTOR,

Dated, Bangalore, 29th April *1933*

11/5/33

FROM

N. RAMA RAO, Esq., B.A., B.L.,
Director of Industries and Commerce in Mysore,
Bangalore, (India.)

TODAY 19

To

S. Abdul Wajid, Esq., B.A.,
Secretary to the Government of Mysore,
Development Department, Bangalore.

9 Ic. 267-32-3

SIR,

Annual cash bonus to merchants in Madras and Mysore dealing in Mysore Soaps

---

In continuation of my letter of even No. dated the 5th April 1933 on the above subject, I have the honor to state that the Industrial Chemist, Government Soap Factory, requests that the grant of bonus on the increased scale of 2% may be continued for another two years from 1st April 1933 as it would conduce to brisk business if the hopes of increased reward at the end of a year are held out to merchants. The Selling Agents in Mysore have represented to him that they cannot control the merchants from parting with a major portion of their discount by adopting disciplinary measures, in view of the price cutting campaign that is being resorted to by other Soap Makers and also in view of the fact that some Soap Makers like Messrs. Pears have been offering to their agents a higher rate of bonus than we have been doing. I enclose for the information of Government copies of Industrial Chemist's letters No. 6519 and 6482 dated the 6th and 5th April 1933 with the letter of Messrs. M. A. T. Acharya & Co., and a printed circular of Messrs. Pears in original.

In regard to Madras Presidency, I have in my letter No. D2-634 29-30 dated the 10th April 1933 submitted proposals for the renewal of the agency of Messrs. Best & Co and recommended that the limit of cash bonus may be raised to 2½% during the extended period of the agency. These proposals have since been sanctioned by Government, vide G. O. No. 5356-7/I & C247-32-2 dated the 25th April 1933. I recommend that a similar concession i.e., 2% may be extended in the case of the Mysore Agents for two years from 1st April 1933 to 31st March 1935.

I request the favour of early orders of Government in the matter.

I have the honor to be,
Sir,
Your most obedient servant,

N Rama Rao

Director.

USC)3

GOVERNMENT SOAP FACTORY, BANGALORE

6th April 1933.

The Director of Industries &
Commerce in Mysore, Bangalore.

Sir,

Ref: Your letter No.D2-1448/29-30 dated 3/5-4-33.
Re: Annual cash bonus to merchants in adras and Mysore dealing in Mysore soaps.

With reference to your directions that I may submit my proposals well in advance for extension of the payment of cash bonus to merchants in the above two areas as the present concession expires on 30th April 1933, I have the honour to submit that the bonus year actually expires on March 31st every year. The merchants have already been promised the usual bonus as sanctioned in G.O. No.D.5733-4/I.& C.254-31-2 dated 12-5-1932 and the same will be distributed as soon as possible. If, as I hope, the Government will be pleased to enhance the bonus up to a maximum of 25 as now recommended by the Director for sanction of Government, the extra amount will be utilized for canvassing more business and it is only when substantial orders are received from dealers that this extra amount will be paid. Otherwise, I would like to recommend the enhanced scale of bonus for the next two years, namely, year ending 31st March 1934 and year ending 31st March 1935.

I have the honour to be, Sir,
Your most obedient servant,

Industrial Chemist & Chemical Engr.

SGS:VR.

GOVERNMENT SOAP FACTORY, BANGALORE

5th April 1933.

Encl: Two.

The Director of Industries &
Commerce in Mysore, Bangalore.

Sir,

I have the honour to submit herewith in original a letter from Messrs. M.A.T. Acharya & Co. in the matter of increasing the bonus now given to dealers in Madras Presidency and Mysore State over their minimum yearly turnover. I have already submitted a representation to you, on a reference from Messrs. Best & Co., that, in order to equalize the chances of merchants in dealing with our soaps in competition with foreign articles, a time has come when we should increase the scale of bonus.

Government Order No.D.5732-4/I. & C. 254-31-2 dated 18th May 1932 sanctioned bonus to merchants on a graduated scale up to a maximum of 15. This Government order sanctions bonus for business done till 31st March 1933. Therefore a new bonus year has started from April 1st 1933 and it will conduce to brisk business if the merchants can be held out

some hope of increased reward at the end of the year. In my letter No.6124/Enc.one dated 20th March 1933 the scale I have suggested is certainly very much lower than the scale offered by, for example, Pears Soap Manufacturing Co. I submit herewith an original circular letter issued by this firm from which it will be seen that very attractive scales of bonus have been promised.

request the favour of your very early orders on the subject.

I have the honour to be,
Sir,
Your most obedient servant,

Industrial Chemist &
Chemical Engineer.

SGS:VAA.

TELEGRAMS: "ACHARYA"
CODE BENTLEY'S

AGENTS FOR
MYSORE Govt. SANDALWOOD,
DUST SANDAL OIL AND
MYSORE Govt. SOAPS.

DEALERS IN
PHOTO, SPORTS,
ELECTRICAL GOODS AND
ESSENTIAL OILS

LICENSED
ELECTRIC CONTRACTORS.

BRANCHES:
PRINCESS STREET, BOMBAY.
LANSDOWNE BUILDINGS, MYSORE.

M. A. T. ACHARYA & Co.,

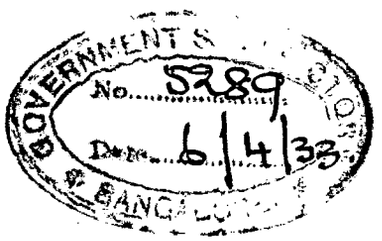
"SRI KRISHNA BUILDINGS"

Bangalore City 4th April 1933.

The Industrial Chemist,

Government Soap Factory,

Bangalore.



4-4-33

Dear Sir,

We enclose herein for your kind perusal an original circular of Messrs. A.& F. Pears, Ltd. This was distributed to the bazaar when Mr.T.T. Krishnamachar and ~~Kxxxkx~~ Sir Robert Pears were in Bangalore a few days back.

You will find from the bonus sbheduly that Messrs. Pears are offering a higher rate of bonus than we have been offering to the trade. As you are aware the wholesale merchants in Bangalore dealing in our soaps are cutting prices to ~~such an~~ the extent out of the discount we allow them. We have tried our level best to induce the wholesale dealers not to part with the major portion of the discount. We are sorry the dealers are not likely to profit by our advice. We do not desire to adopt any coercive measures--such as withdrawing of supplies--in case of dealers who give away all the discount. We are afraid this will affect our trade and hence we do not like to make this experiment. The only way where we can keep a contended dealer is to give him a higher bonus at the end of the year. If we increase the discount the dealers will also part with the discount. If a higher bonus is given to them the whole portion will go to them as their profit for the year.

A couple of years back we suggested that our bonus schedule ought to be revised. Almost all soap manufacturers know definitely that it is impossible to control the bazaar with regard to prices and the main inducement that is offered to the trade is a good bonus scale. Hence we would

TELEGRAMS: "ACHARYA"
CODE BENTLEY'S

AGENTS FOR
MYSORE GOVT. SANDALWOOD,
DUST, SANDAL OIL AND
MYSORE GOVT. SOAPS.

DEALERS IN
PHOTO, SPORTS,
ELECTRICAL GOODS AND
ESSENTIAL OILS

LICENSED
ELECTRIC CONTRACTORS.

BRANCHES:
PRINCESS STREET, BOMBAY.
LANSDOWNE BUILDINGS, MYSORE.

M. A. T. ACHARYA & CO.,

"SRI KRISHNA BUILDINGS"

Bangalore City 4th April 193 3.

would request you to kindly consider the revision of our bonus schedule in conformity with the other manufacturers so that our dealers might keep up a sustained interest in our products.

We remain,

Dear Sir,

Yours faithfully,

M. A. T. Acharya & Co.

Encl.1
K.R.

ALL COMMUNICATIONS TO BE ADDRESSED TO THE COMPANY AND NOT INDIVIDUALS.

A. & F. PEARS Ltd

SOAPMAKERS

BY APPOINTMENT TO THEIR MAJESTIES

THE KING & QVEEN

& TO THEIR LATE MAJESTIES

QVEEN VICTORIA & KING EDWARD VII

TO HIS ROYAL HIGHNESS THE PRINCE OF WALES

TO HER LATE MAJESTY QVEEN ALEXANDRA

& TO HIS MAJESTY THE KING OF SPAIN

·ESTABLD 1789·

FACTORIES: ISLEWORTH-ON-THAMES.

EXPORT DEPARTMENT.

TELEPHONE:
HOUNSLOW 1901 (5 LINES).

TELEGRAMS:
"PEARS, ISLEWORTH."

CODES:
LIEBERS, ABC, 4 & 5 EDITIONS
WESTERN UNION.
PRIVATE.

ISLEWORTH,
MIDDLESEX.

1st January, 1933.

Dear Sir(s),

EXPORT BONUS 1933.

We have much pleasure in announcing that our Export Bonus for the year 1933 will be upon the following scale, terms and conditions.

If the total combined Invoice Value of all goods (except any articles which may be specially exempted from time to time) purchased for Export from us and invoiced by us during 1933 amounts to :—

£100	a Bonus of	1	per cent.	is given.
£150	,,	1¼	,,	,,
£250	,,	1½	,,	,,
£500	,,	1¾	,,	,,
£750	,,	2	,,	,,
£1,000	,,	2¼	,,	,,
£1,500	,,	2½	,,	,,
£2,000	,,	3	,,	,,

The Bonus is calculated as from 1st January to 31st December, 1933, on the total value of all goods (except any articles which may be specially exempted from time to time) purchased from and invoiced by us during the year 1933. No order received by us after the 31st December, 1933, nor orders for deferred shipment during 1934 can be reckoned for 1933 Bonus.

25 HIGHEST AWARDS - GOLD MEDAL · GRAND PRIX · HORS CONCOURS ·

The amount due for Bonus will be paid on the 15th February, 1934.

This Bonus is given on the understanding that any customer who receives it binds himself not to sell any of our Specialities under cost price.

It must be understood that this Bonus is an entirely voluntary offer on our part to the Export Shipping Trade. It is only made from year to year, and does not give anyone any enforceable claim upon us.

Any customer buying through an Export Shipping House instead of direct from us, may receive Bonus on his individual purchases in strict accordance with the above scale, exactly as if he had bought direct from us, but shall not be entitled to any additional Bonus received by the Export Shipping House from us on the aggregate amount of orders coming through them to us.

We hope and believe the above arrangements will be to our mutual advantage.

Yours faithfully,

A. & F. Pears, Ltd.

Appendix F G—1]

SUBJECT .....

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.....

Séction Stc.

File No. 267-32

Serial No. 4

Diary No. of letter replied to .....

No. D 5639

To The Dir of Stc.

Sir,

General and Revenue Secretariat

( )

the 193 .

With reference to Correspondence ending with letter no. Dy-1448/29-30 dated 18t May 1933, re: the grant of annual cash bonus to merchants dealing in Mysore & Madras dealing in ~~Mysore~~ Soaps, I am directed to invite your attention to this office letter no. 5483/Stc. 267-32-2 dated 2nd May 1933 and to request ~~the favor of~~ you to be so good as to ~~Sent as early as~~ send ~~in the form of the~~ information called for required therein at your earliest convenience furnished I have etc

Date of issue 11/5/33

Signed by M. M. S. P. Rao

List of enclosures .....

Copied by .....

Examined by .....

Dy 5638/4

for Secy to Govt

Dev Dept

GOVERNMENT OF HIS HIGHNESS THE MAHARAJA OF MYSORE

General and Revenue Secretariat

No. 11 5639

Dated, Bangalore, 8th May 1933. 193

From Ic 267-32-4

The Secretary to the Government of His Highness the Maharaja of Mysore
Development Department.

To

The Director of Industries and Commerce in Mysore,
Bangalore.

Sir,

With reference to correspondence ending with letter No.D_2 1448/29-30 dated 1st May 1933, re - the grant of annual cash bonus to merchants in Mysore and Madras dealing in soaps, I am directed to ~~s~~ invite your attention to this office letter No.5483/I&C 267-32-2 dated 2nd May 1933 and to request the favour of the information required therein being furnished early.

I have the honor to be,
Sir,
Your most obedient servant,

for Secretary to Government,
Development Department.

ACH.2.

Telegraphic Address.—"INDUSCOM."

4479

GEN. & REV. SECRETARIAT, 2 JUNE 1933 DEVELOPMENT BRANCH.

GOVERNMENT OF MYSORE.

DEPARTMENT OF INDUSTRIES AND COMMERCE.

In reply please refer to
No. D2-1448/29-30
Encl.

OFFICE OF THE DIRECTOR,

Dated, Bangalore, 7th June *193* 3.

FROM A. V. RAMANATHAN, Esq., B.A.,
~~N. RAMA RAO, Esq., B.A., B.L.,~~
Director of Industries and Commerce in Mysore,
Bangalore, (India.)

DEVELOPMENT SECTION - 10 JUN. 1933

To

Dev. 267-32-5

S. Abdul Wajid, Esq., B.A.,
Secretary to the Government of Mysore,
Development Department, Bangalore.

SIR,

Grant of Cash Bonus to dealers in Mysore Soaps

With reference to your letter No. D. 5483/I & C 267-32-2 dated 2nd May 1933 on the above subject, I have the honor to state as follows -

2 The proposals submitted with my letter No. D2-634/29-30 dated the 10th April 1933 and sanctioned by Government in their order No. D. 5356-7/I & C 247-32-2 dated the 25th April 1933 related to the payment of Cash Bonus to the dealers in the Madras Presidency only and were based on the personal discussion the Industrial Chemist had with Messrs. Best & Co., when he had been to Madras in March last. According to these proposals the maximum limit of Cash - bonus payable to the merchants in the Madras Presidency is 2½% and the payment will be made on the following sliding scale -

1½ %	on annual purchases of Rs	5,000/- and above
2%	-do-	10,000/- and above
2½%	-do-	exceeding Rs 15,000/-

(vide copy of letter dated the 17th March 1933 from Messrs. Best & Co., Ltd., enclosed with my letter No. D2-634/29-30 dated the 10th April 1933).

3 I may, in this connection, state that the limit of 2½% only indicates the maximum extent to which we could go. While communi-cating the orders of Government to Messrs Best & Co., care has been taken to mention that they may apply for grant of an enhanced bonus to dealers over and above 1% hitherto enjoyed by them, only if the turnover during the year ending 31st March 1934 happens to be satisfactory or otherwise warranted by prevailing market conditions.

4 In my letter No. D2-1448/29-30 dated the 5th April 1933, I requested sanction of Government for payment to the merchants both in Madras ~~and~~ Presidency and Mysore, of a bonus of extra 1 per cent or at the rate of 2% for the year which ended on 31st March 1933, the scale in view being as follows -

1½%	on annual purchases of Rs	2,000/-
1¾%	"	3,000/-
2%	"	5,000/- and above.

Bonus at the sanctioned minimum rate of 1% (Vide G. O. No. D. 5732-4/I & C 254-31-2 dated the 12th May 1932) has already been paid to the dealers for the year ended 31st March 1933. I have had another

discussion with the Industrial Chemist in the matter. I now propose to pay the merchants extra bonus of only ½% instead of 1% as originally proposed for the year ending 31st March 1933 on the following sliding scale.-

Merchants who have received ½% to be paid at 1%
" ¾% " 1¼%
" 1% " 1½%

This would be an extra inducement to them to do their utmost to increase their turnover during the current year. All the dealers who have received the bonus will receive another ½% extra for the year.

In my letter No. D2-1448/29-30 dated the 29th April 1933, I recommended to Government the payment of a cash bonus of 2% to the dealers in Mysore for sales to be made during the years ending 31st March 1934 and 31st March 1935. The Industrial Chemist has, after detailed discussion with me, now submitted revised proposals for payment of bonus to dealers both in the Madras Presidency and the Mysore State and Coorg on the following sliding scale, the maximum proposed to be paid in either case being 2½% -

1)	Business done for	Rs 2,000/- and over	...	1 per cent
2)	"	3,000/- and over	...	1¼ "
3)	"	5,000/- and over	...	1½ "
4)	"	10,000/- and over	...	2 "
5)	"	15,000/- and over	...	2½ "

I enclose herein for favour of information of Government, a copy of letter No. 7882 dated the 29th/30th May 1933 received from the Industrial Chemist in the matter.

In adopting this scale no invidious distinction is made between the dealers under the jurisdiction of Madras and Mysore Agents. A sufficient inducement is offered to the agents to push on the sales. Similar inducements are being offered to the dealers by other competing firms like Messrs. A & F. Pears (Vide copy of their circular forming enclosure to the Industrial Chemist's letter). Unless we adopt similar measures, we shall be unable to face the increasing competition in the market. I therefore recommend the scale of bonus now proposed may be sanctioned.

I request the favour of very early orders of Government in the matter.

I have the honor to be,
Sir,
Your most obedient servant,

Director.

USC)3

GOVERNMENT SOAP FACTORY, BANGALORE

29th May 1933.

No. 7882
Enclosures.

The Director of Industries &

Commerce in Mysore, Bangalore.

Sir,

Ref: Your letter No.D2-1448/29-30 dated 10-5-33.
Further Ref: Letter No.D.5483/I. & C. 267-32-3 dated 2nd May 1933.
Sub: Bonus to merchants in Madras and Mysore.

I have the honour to report as follows:-

This subject can conveniently be divided into two portions - (i) bonus that was already being paid during the last 4 or 5 years to dealers in Madras Presidency and Mysore State; (ii) bonus to be paid to dealers in the same area hereafterwards.

(i) According to existing Government orders, dealers have been paid bonus for the business done during the year ending 31st March 1933 according to the following scale.

Rs.2,000/- and above	..	1½
Rs.3,000/- " "	..	1¾
Rs.5,000/- " "	..	1⅞

It was represented to us both by Messrs. Best & Co. and by Messrs. M.A.T. Acharya & Co. that this scale of

bonus for business done last year was very low as compared with that paid by other soap manufacturers operating in those markets. Hence a recommendation was sent from this office that for business done during the year ending March 31st 1933 an addition or extra business may be paid to these dealers up to a maximum of 1%. Even though the recommendation said the maximum may go up to 1%, the actual distribution may be on the following scale.

Merchants who have received ½% will receive 1%;
merchants who received 1% will receive 1½%; and
merchants who received 1½% may receive 1½%.

In other words, this would mean that all the dealers who drew bonus this year will receive another ½% extra.

(ii) Bonus to be paid in future: This bonus also should be paid, as before, to all merchants who do a minimum amount of business both in the Madras Presidency and Mysore State. Whereas G.O. No.D.5356-7/I.& C.247-32-2 dated 25th April 1932 renewing the agency of Messrs. Best & Co mentions that bonusto merchants up to a maximum of 2½% may be paid, G.O. No.D.5709-10/I. & C.236-32-4 dated 12th May 1933 renewing the agency of Messrs. A.A.T. Acharya & Co. does not mention anything about the bonus to be paid to merchants at all. Even the first Government order mentioning the bonus of 2½% does not give details of the actual distribution of bonus to merchants. It simply mentions the maximum. It is therefore

to be interpretted that the Director of Industries & Commerce will fix the scale.

I now submit the following two points for your definite orders. Specific mention may also be made amongst the terms of agency of Messrs. M.A.T. Acharya & Co. that bonus up to a maximum of 2½% will be paid to merchants, to maintain both these agents on a par regarding this particular detail. The scale may kindly be provisionally fixed as follows:-

Business done.		Scale.
Rs.2,000	and over.	1 per cent.
Rs.3,000	" "	1½ " "
Rs.5,000	" "	1¾ " "
Rs.10,000	" "	2 " "
Rs.15,000	" "	2½ " "

I enclose herewith a copy of the circular letter issued by Messrs. A. & F. Pears dated 1st January 1933 in the matter of export bonus for the year 1933. Even though the scale above proposed is slightly different, I beg to observe that anybody who does business of Rs.15,000/- and over is next in a slightly better position than when he deals in foreign soaps.

Hoping to receive your early orders on the subject,

I have the honour to be, Sir,
Your most obedient servant,

Industrial Chemist &
Chemical Engineer.

SGS:V.R.

GOVERNMENT SOAP FACTORY, BANGALORE.

" C O P Y "

A. & F. PEARS.

Isleworth,

Middlesex.
1st January 1933.

Dear Sir(s),

EXPORT BONUS 1933.

We have much pleasure in announcing that our Export Bonus for the year 1933 will be upon the following scale, terms and conditions.

If the total combined invoice value of all goods (except any articles which may be specially exempted from time to time) purchased for export from us and invoiced by us during 1933 amounts to

£ 100	a Bonus of	1	per cent	is given
£ 150	"	1¼	"	"
£ 250	"	1½	"	"
£ 500	"	1¾	"	"
£ 750	"	2	"	"
£1,000	"	2¼	"	"
£1,500	"	2½	"	"
£2,000	"	3	"	"

The Bonus is calculated as from 1st January to 31st Decembe 1933, on the total value of all goods (except any articles which m may be specially exempted from time to time) purchased from and invoiced by us during the year 1933. No order received by us after the 31st December 1933, nor orders for deferred shipment during 1934 can be reckoned for 1933 Bonus.

The amount due for Bonus will be paid on the 15th February 1934.

GOVERNMENT SOAP FACTORY, BANGALORE.

This Bonus is given on the understanding that any customer who received it binds himself not to sell any of our specialities under cost price.

It must be understood that this Bonus is an entirely volun-tary offer on our part to the Export shipping Trade. It is only made from year to year, and does not give anyone any enforceable claim upon us.

Any customer buying through an Export Shipping House -- instead of direct from us, may received Bonus on his individual purchases in strict accordance with the above scale, exactly as if he had bought direct from us, but shall not be entitled to any additional Bonus received by the Export Shipping House from us on the aggregate amount of orders coming through them to us.

We hope and believe the above arrangements will be to our mutual advantage.

Yours faithfully,

kv)

A. & F. PEARS, LTD.

29.5.83

Appendix F G—1]

SUBJECT .....

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Section 9de.

File No. 267-32

Serial No. 6

Diary No. of letter replied to .....

No. D/185

To The Dei & Dte.

Sir,

General and Revenue Secretariat

( )

the 193 .

With reference to Correspondence ending with your letter no. D2-1448/29-30 dated 8th June 1933, from ~~the~~ ~~Dte~~ regarding the grant of cash bonus to dealers in Mysore Soaps, I am directed to request you to kindly state whether you have any further remarks to offer ~~in the matter~~, in the light of your ~~recent~~ ~~further~~ enquiries in Northern India during your recent tour of the position

I have etc

Date of issue..... 6/9/33

Signed by..... H.G.S.

H.G.S.
for Secy & Govt
Dew Dept.

List of enclosures.....

Copied by.....

Examined by.....

GOVERNMENT OF HIS HIGHNESS THE MAHARAJA OF MYSORE

General and Revenue Secretariat 616

No. D 1185 / Ec. 267-32-6

Dated, Bangalore, 5th Sept. 1933.

From

The Secretary to the Government of His Highness the Maharaja of Mysore,
Development Department.

To

The Director of Industries and Commerce in Mysore,
Bangalore.

Sir,

With reference to correspondence ending with your letter No. D2-1448/29-30 dated 8th June 1933 regarding the grant of cash bonus to dealers in Mysore Soaps, I am directed to request you to kindly state whether you have any further remarks to offer in the light of your examination of the position in Northern India during your recent tour.

I have the honour to be,
Sir,
Your most obedient servant,

Fair draft

for Secretary to Government,
Development Department.

Agt/2

Ind. 267-32-7

Telegraphic Address: "INDUSCOM."

In reply please refer to No. D2-1448/29-30

ENC.

GOVERNMENT OF MYSORE.

DEPARTMENT OF INDUSTRIES AND COMMERCE.

OFFICE OF THE DIRECTOR,

Dated Bangalore, the 16th Septr. 1933

1057

DEVELOPMENT SECT. 16. SEP. 19

FROM

A. V. RAMANATHAN, ESQ., B.A.,
Director of Industries and Commerce in Mysore,
Bangalore (India).

To

S. Abdul Wajid, Esq., B.A.,
Secretary to the Government of Mysore,
Development Department, Bangalore.

16/9

SIR,

In reply to your letter No. D. 1185/I & C 267-32-6 dated the 6th Septr. 1933, I have the honor to state that the proposals contained in my letter of the 8th June 1933 relate to the grant of bonus to the Agents for the sale of soaps in Madras, Mysore and Coorg. I am still of the opinion that the bonuses recommended for the year ended - 31st March 1933 and for the two years ending 31st March 1934 and 31st March 1935 are necessary in order to secure the enthusiastic co-operation of all Agents for the sale of our products.

I have the honor to be,
Sir,
Your most obedient servant,

DIRECTOR.

AVR-USC)

G. R. S. App. F VI—G 2]

SUBJECT.....

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.....

Section Ite.

File No. 267-32

Serial No. 8

Diary No. of letter replied to.....

General and Revenue Secretariat

( )

the 193 .

Proceedings of the Government of His Highness the Maharaja of Mysore.

Date of issue..... 14/10/ 1933.

Signed by.....

May this be—

(i) printed ?

(ii) treated as a standing order ? D

(iii) published in the Gazette, English part ?

(iv) translated ?

(v) placed at the disposal of the press ?

(vi) published in the Gazette, kannada part ?

Read—

G.O. No. D 14034-5/Ite. 399-29-2 dated 24th June 1930, sanctioning the payment of Annual Cash bonus at certain rates to the Wholesale dealers in Soaps in Mysore and Madras for a period of two years.

G.O. No. 5733-4/Ite. 254-31-2 dt/2-5-33 Recording sanction for the continuance ~~Order thereon. No~~ Annual Cash bonus to dealers in Soaps grant payment of bonus on the scale sanctioned in the G.O. read above, for a further period of two years.

Correspondence ending with letter no. Dg-1448/29-30 dt/15th Sep. 1933, from the Dir of Ite recommending for the reasons assigned, that the an extra bonus 1/2 % may be paid.

See 2 cofes 13/10

to the merchants dealing in Soaps
in Mysore State and Coorg and Madras Presidency for the year
ending 31st March 1933, on the Sliding
Scale noted in the margin and that
~~additional~~ bonus on the marginally
noted sliding scale ~~to merchants~~
~~Soap purchases in the Madras Presidency~~
~~and Mysore State & Coorg~~,
for the years ending 31st March 1934
and 31st March 1935, the maximum
proposed to be paid in either case
being 2½%.

Merchants who have received	1/2%	to be paid 1%
"	3/4%	" 1¼%
"	1%	" 1½%

may be paid to them

1)	Business done for Rs. 2,000/- & over	1%
2)	" Rs. 3,000/- & over	1¼%
3)	" Rs. 5000/- & over	1½%
4)	" Rs. 10,000/- & over	2%
5)	" Rs. 15,000/- & over	2½%

Order No D. 1690-9 dated 14/10/33

Govt are pleased to sanction
the revised terms of bonus proposed by the Director
~~the Director's proposal to grant additional~~
bonus to be paid to the Soap dealers in Soaps
in the Madras Presidency and the
Mysore State & Coorg for the years,
1933-34 and 1934-35 (ending 31st March 1934 & 31st March 1935). The portion within brackets is subject to approval Addl

The Director is requested to announce accordingly
the grant of bonus at the revised rate now sanctioned
~~to be announced quickly~~.

Govt are also pleased to sanction allowing any increase
of bonus for business done prior to 14th October 1933
for sales to Govt

Dev. Dept

The Dir of Ind
The Comptr & Aud-

List of Enclosure

Copied by
7 March 1935 by M/s Bastin & Co

Examined by
7.10.33

PROCEEDINGS OF THE GOVERNMENT OF HIS HIGHNESS
THE MAHARAJA OF MYSORE

Read:-

Government Order No.C.14034-5/I&C.399-29-2 dated 24th June 1930 sanctioning the payment of annual cash bonus at certain rates to the wholesale dealers in soaps in Mysore and Madras for a period of two/years.

2. Government Order No.5733-4/I&C.254-31-2 dated 12th May 1933 according sanction for the continuance of the payment of annual cash bonus to dealers in soaps on the scales sanctioned in the Govern. Order read above for a further period of two years.

3. Correspondence ending with letter No.92-1448/29-30 dated 15th September 1933, from the Director of Industries and Commerce recommending for the reasons assigned that an extra bonus of ½ per cent may be paid to the merchants dealing in soaps in the Mysore State and Coorg and in Madras Presidency for the year ending 31st March 1933, on the sliding scale noted in the margin and that bonuses on the marginally noted sliding scale may be paid to them for the years ending 31st March 1934 and 31st March 1935, the maximum proposed to be paid in either case being 2½%.

Merchants who have received	1%	to be paid	1%
"	3/4%	"	1¼%
"	1%	"	1½%

Business done for Rs.	2,000	and over	-- 1%
"	3,000	"	-- 1¼%
"	5,000	"	-- 1½%
"	10,000	"	-- 2%
"	15,000	"	-- 2½%

ORDER NO: D169-91/I&C.267-32-8

Dated, Bangalore, the 16th October 1933.

Government are pleased to sanction the revised terms of bonuses proposed by the Director to be paid to the dealers in soaps in the Madras Presidency and the Mysore State and Coorg for the years 1933-34 and 1934-35 (ending 31st March 1934 and 31st March 1935).

The Director is requested to announce very quickly the grant of bonus at the revised rate now sanctioned.

Government are not in favour of allowing any increase of bonus for business done prior to March 1933 by messrs. Best & Co.

For Secretary to Government,
Development Department.

To

The Director of Industries and Commerce in Mysore.
" Comptroller to Government.